

**DIVISION OF SUPPLIER DIVERSITY (DSD)  
PRESENTS:**

**PREPARATION MEETING OPPORTUNITY #2:  
BUILDING RELATIONSHIPS  
BETWEEN PRIMES AND SUBS**

**May 24, 2023**





# DSD Mission



DSD fulfills its mission by providing knowledge, guidance and service to clients while protecting the integrity of the program. The commitment pledges high quality customer service that is both efficient and professional, and that demonstrates respect for both clients and colleagues.

- Creating a fair, competitive and equitable business environment
- Providing networking opportunities to clients
- Working to increase utilization
- Monitoring and enforcing program compliance



# Housekeeping Items

1. Please silence your phones at this time.
2. The restrooms are located directly across the hall.
3. Feel free to use the QR code to engage with the 2023 Business Conference Series.



# Review

- Compliance
- MBE/WBE/IVOSB Goals
- Building Partnerships
- Capability Statements

| Construction   | Goods and Services | Professional Services | Weighted Average Goal |
|----------------|--------------------|-----------------------|-----------------------|
| Minority<br>7% | Minority<br>8%     | Minority<br>8%        | Minority<br>8%        |
| Women<br>5%    | Women<br>13%       | Women<br>11%          | Women<br>10%          |
| Veteran<br>3%  | Veteran<br>3%      | Veteran<br>3%         | Veteran<br>3%         |

# Panelist Introduction

- Cynthia Pizarro
  - Critical Skills, Inc./Cspring
    - WBE
    - Subcontractor
    - Owner

c|spring

# Panelist Introduction

- Hank Nishida
  - Nishida Services, Inc.
    - MBE
    - Prime Contractor
    - President



nishida services

*Industrial and Commercial Cleaning*



# Panelist Introduction

- Andrea Connell
  - Knowledge Services
    - WBE
    - Prime Contractor
    - Regional Director, MSP Programs



# Today's Panel

- Cynthia Pizarro - Critical Skills, Inc./CSpring
- Hank Nishida - Nishida Services, Inc.
- Andrea Connell - Knowledge Services





Questions?





# Today's Panel



- Cynthia Pizarro - Critical Skills, Inc./CSpring
- Hank Nishida - Nishida Services, Inc.
- Andrea Connell - Knowledge Services



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SAGE is a Service-Disabled Veteran-Owned Small Business which provides environmental engineering and consulting services; facility and tank management services; turnkey site remediation; and system operation and maintenance services to federal programs.



#### CORE SERVICES

##### Environmental Consulting

- Indoor Air Quality Investigations
- Asbestos Surveys
- Lead-Based Paint Surveys
- Microbial Investigations and Remediation Services
- Water Loss Mitigation
- Radon Sampling and Reporting
- Drinking Water Investigations
- UST Consulting

##### Remediation & Construction

- UST and AST Removal
- Soil Excavation and Disposal
- In-Situ Soil Mixing and Stabilization
- Remediation System Installation
- Landfill Construction and Closure
- Demolition
- Wetland Restoration
- Facility Utility Locate

##### Remedial Operations

- ISCO (In Situ Chemical Oxidation/Chemical Injection)
- Remediation System Start-up and O&M
- Facility Decontamination
- Industrial Cleaning
- UST and AST Cleaning
- Wastewater Treatment Plant Operation
- Groundwater Monitoring

#### Who We Work With



US Army Corps  
of Engineers®



U.S. Department  
of Veterans Affairs

#### Company Codes

NAICS Codes: 562910, 213111, 237110, 237990,  
238990, 541990, 541620, 238160, 238210, 238910,  
541330, 541380, 561210, 562112, 562219

DUNS: 080885129

Cage Code: 8JN91

#### Differentiators



Team consists of a variety of backgrounds, including certified asbestos inspectors, lead-based paint assessors, asbestos management planners, project managers, environmental engineers, professional geologists, environmental technicians, and heavy equipment operators.



Work experience across the United States.



Ability to self-perform consulting work, remedial construction, site maintenance, operations and maintenance, and heavy equipment operations.



Performed work at numerous Federal facilities for multiple Federal clients.



\$3,000,000 Bonding on single size projects, \$6,000,000 bonding program.

# What is a Capability Statement?

A promotional or marketing statement about your business and it's capabilities

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# Contact Us

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